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JAPPY DICKSON

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## JAPPY DICKSON

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Dealer Brokerage Firm where my professional and educational skills will provide clients and myself both monetary and personal gratification.

AMERICAN SCHOOL OF REAL ESTATE  
*Real Estate License*

December 1996

SOUTHWESTERN BROKERAGE COMPANY, Arlington, Texas

October 1996 - Present

*General Manager / Owner*

- List automobile franchises, assets, and properties for sale and procure buy/sell agreements with dealer investors.

BEN HICKS & ASSOCIATES, INC.

August 1994 - October 1996

*Dealer Broker / Consultant*

- Listed automobile franchises, assets, and properties for sale and procured buy/sell agreements with dealer investors.
- Territory covers Missouri and Illinois.

STERLING SALES & FINANCE, Saint Louis, Missouri

May 1993 - August 1994

*Used Automobile Sales*

- Bought and sold used vehicles wholesale in the Saint Louis market.

GRANT DAVIS AUTO GROUP, INC., Saint Louis, Missouri

August 1992 - March 1993

*General Manager*

- Directed dealer management operations and personnel administration. Significantly decreased total dealership expenses by over 30% and made improvements concerning customer satisfaction index.
- Supervised, hired/dismissed, trained/evaluated, reviewed performance appraisals, and promoted seven Managers and up to 65 employees.
- Sold and financed new and used vehicles, parts/body shop and service.
- Managed advertising and promotional campaigns.
- Handled monthly inventory control, including cash flow; purchased new and used vehicles.
- Successfully completed company's in-house Sales and Management Training Program.

TERRY FISHER FORD, INC., Saint Louis, Missouri

November 1991 - March 1992

*General Manager*

- Directed dealer management operations and personnel administration. Procured buyer for dealership. Maintained high customer satisfaction index.
- Supervised, hired/dismissed, trained/evaluated, reviewed performance appraisals, and promoted Managers and up to 40 employees.
- Significantly decreased total monthly overhead expenses by \$40,000.

LEADER LINCOLN MERCURY, Saint Louis, Missouri

March 1991 - November 1991

*General Manager*

- Directed dealer management operations and personnel administration. Took company from a \$152,000 year-to-date loss to exceed \$160,000 in profits in 1991. Significantly improved customer satisfaction index.
- Supervised, hired/dismissed, trained/evaluated, reviewed performance appraisals, promoted and motivated 12 Managers and up to 90 employees.
- Managed all advertising and promotional campaigns.

JAPPY DICKSON CADILLAC/OLDS/TOYOTA, Quincy, Illinois

October 1964 - November 1990

*General Manager / Owner*

- Directed all management operations and personnel administration. Won numerous "Sales Awards" and "Service Awards" from General Motors and Toyota, including Cadillac's prestigious "Dewar Award" for providing outstanding service.
- Supervised and motivated seven Managers and up to 55 employees.
- Managed all advertising and promotional campaigns.

**SOUTHWESTERN BROKERAGE COMPANY  
JAPPY DICKSON**

**The following is a partial list of some of my more recent closings.**

Sewell Mazda	Odessa, Texas
Mallory Buick-GMC Isuzu	St. Louis, Missouri
Dewar Auto Plex	Johnstown, Pennsylvania
Little Apple Toyota, Honda	Manhattan, Kansas
White's Auto Plex	Tyler, Texas
Bailey Chevrolet Pontiac GMC	Willow Springs, Missouri
Spencer-Reed GM-Chrysler	Alamosa, Colorado
Davis-Moore Infiniti	Wichita, Kansas
Fullerton Ford-Chrysler	Stuttgart, Arkansas
Greg Ford Lincoln Mercury	Carthage, Texas
John Paul Jones Chevrolet, Pontiac,	Fort Stockton, Texas
Buick, Olds, and GMC	
John Paul Jones Chevrolet, Pontiac,	Monahans, Texas
Buick, Olds, and GMC	
Bob Bickhaus Chevrolet Pontiac Buick Olds	Macon, Missouri
Star Lincoln Mercury Dodge	Abilene, Texas
Joe Camp Ford	Laporte, Texas (Houston)
Mullin Ford Mercury	Childress, Texas
International Auto Sport (SAAB)	Kansas City, Kansas
Garry McKinney Toyota	Fort Worth, Texas
Motor City USA Chrysler-Dodge-Jeep	Monahans, Texas
Motor City USA Chevrolet-Pontiac-Buick-GMC	Monahans, Texas
Heritage Chrysler Dodge Jeep	Huntsville, Texas
Premier Chrysler Dodge Jeep	Odessa, Texas
Village, Dodge, Hyundai	Midland, Texas
Village Lincoln-Mercury	Midland, Texas
Bronco Chevrolet	Odessa, Texas
Jack Sherman Chevrolet	Midland, Texas
Garry McKinney KIA	Bozzer City, Louisiana
Preston Chrysler-Jeep	Dallas, Texas
Preston Dodge	Dallas, Texas
Summit Chrysler Dodge Nissan	Helena, Montana
Performance Chrysler, Dodge, Jeep	Butte, Montana
Performance Honda, Chrysler, Jeep, Isuzu	Midland, Texas

**Attorneys and CPAs involved in recent Buy/Sells:**

Don Paule	St. Louis, Missouri
Herbert Rule, III	Little Rock, Arkansas
Russell Berry	Dewitt, Arkansas
Tim Bickhaus	Macon, Missouri
Jay Durell	Odessa, Texas
Richard Buck	Odessa, Texas